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# Realm Technologies, Inc.

## Fall 2024

**Founders**

Jierui(Jerry) Yu

Profile complete

[^](#)**Basics****Name**

Jierui(Jerry) Yu

**Email**

jerry.yu@realm.us

**Phone Number**

+16183195987

**Age**

32

**Gender**

Male

**City where you currently live**

Richland

**Role**

What is your title, or if you haven't set it yet, main responsibility?

CEO

What percent equity do you have?

27.6

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/jierui-jerry-yu-7aab92a7/>

Education

Aug 2015 - May 2021

Southern Illinois University, Carbondale

Aug 2015 - May 2021

PhD, Chemistry

Aug 2010 - Jul 2014

Lanzhou University

Aug 2010 - Jul 2014

BS, Chemistry

Work Experience

Jun 2022 - Jan 2024

Pacific Northwest National Laboratory - Post Doctoral Research Associate

Jun 2022 - Jan 2024

Material science, nuclear science, inorganic chemistry, organic chemistry, physical chemistry, computational chemistry

Jun 2021 - May 2022

University of South Carolina - Postdoctoral Fellow

Jun 2021 - May 2022

metal-organic framework, radioactive materials, electronic structures, spectroscopies

Oct 2017 - Mar 2020

Argonne National Laboratory - visiting scientist

Oct 2017 - Mar 2020

Operating femtosecond transient spectroscopy, time-correlated single photon counting, Schlenk system for synthesis, and temperature-dependent surface area measurement instruments for the study of Photoinduced Energy and Charge-Transfer Dynamics, Structure Dependent and Topology Dependent Photophysics.

May 2017 - Aug 2017

Pacific Northwest National Laboratory - ASF Intern

May 2017 - Aug 2017

Structure determination of novel porous crystalline materials for solar energy harvesting applications.

Aug 2015 - May 2021

Southern Illinois University-Carbondale - Graduate Research Assistant

Aug 2015 - May 2021

photophysics, DFT calculations, organic/inorganic synthesis, photoluminescence, ultra-fast spectroscopy, optics

## Social Media

## Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

I developed a "social engineering" technique to perform thorough due diligence on real properties using only publicly accessible information. With this approach, my assistant and I identified critical loopholes that were overlooked in professional due diligence reports—once by a real estate attorney and another time by a title company.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

In addition to my role as a materials scientist, I taught investing classes with a total of 94 students and coached four new investors on projects totaling over \$5.4 million, achieving an IRR of 28%. I also founded a self-sustaining contractor company within 4 months, offering services in construction, landscaping, and housekeeping. Over the past two years, the company has doubled its assets and revenue annually.

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

I built several scientific instrumental systems, such as an optical microscope that can detect nanosecond transient luminescence polarization properties with a micron-sized single crystal, which led to two top journal publications in that field. See <https://pubs.acs.org/doi/abs/10.1021/jacs.1c11979> and <https://pubs.acs.org/doi/full/10.1021/jacs.0c03949> for examples.

List any competitions/awards you have won, or papers you've published.

publications please see: <https://scholar.google.com/citations?user=733COr0AAAAJ&hl=en>

awards: 2020 - Anderson Scholarship 2019 - B. & M. Gower Fellowship 2019 - Dissertation Research Award

2018 - Best presentation award 3rd place, CACS conference

YuHsuan Hsu

 Profile complete

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Basics

Name

YuHsuan Hsu

Email

yusam.hsu@realm.us

Phone Number

+14256158509

Age

26

Gender

Male

City where you currently live

Bellevue

Role

What is your title, or if you haven't set it yet, main responsibility?

CTO

What percent equity do you have?

22.5

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/yusam>

Education

Sep 2022 - Mar 2024

University of Washington

Sep 2022 - Mar 2024

MS, Computer Science

Jun 2016 - Jun 2020

National Taiwan University

Jun 2016 - Jun 2020

BA, Biomechatronics Engineering

Work Experience

Sep 2023 - Mar 2024

Microsoft - System Developer

Sep 2023 - Mar 2024

- Led a multi-disciplinary capstone team to create a Document-based remote monitoring system, including an IOS app and camera device for large-scale farmer management, enhancing 150% efficiency of the farmer's daily routine.
- Presented the solutions through product demos to 10+ stakeholders and contributed to Microsoft agriculture research teams.

May 2023 - Aug 2023

Dominican Association of Washington State - Technology Program Manager Intern

May 2023 - Aug 2023

- Collaborated with BIPOC clients as a technology consultant, providing expertise in building Websites, Software/Hardware Devices, and app development.
- Developed and managed the technology structure for the JumpStart crowdfunding initiative.

Nov 2022 - May 2023

Microsoft Imagine Cup - System Developer

Nov 2022 - May 2023

- Teaching Assistant (Principles and Applications of Microcontrollers-Mechatronics)
- Assisted with course projects, including the making of tracking robot and maze solver wheel robot (both hardware and software)
- Revised examination papers
- Opened TA hours and helped students solve their course problems, such as hardware concepts, course questions, and firmware knowledge

Feb 2022 - May 2022

Nexuni Co. Ltd. - Hardware Engineer Intern

Feb 2022 - May 2022

- Optimized the manufacturing process of patrol robots by saving 20% in cost and 50% in delivery time.
- Delivered robotics Boba Shop design, conducted over 25 CAD designs using Solidworks, and collaborated with multiple factories and manufacturing shops.

Mar 2019 - Sep 2020

HONLONGTERM INC. - System Engineer

Mar 2019 - Sep 2020

- Delivered the modular fish farming system made by shipping containers, achieving 90% automatic processing and successfully landing with 10+ clients.
- Implemented a safe IoT system with AWS cloud services, securing user data and privacy with 90% satisfaction.
- Utilized RS435, I2C, SPI, and UART protocol in over 20 hardware systems, controlling temperature, water pump, feeding machine, and lighting system.

Social Media

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

When planning for a busy week with back-to-back meetings, I realized that my typical scheduling approach wasn't cutting it. So, I hacked the system by color-coding my calendar based on energy levels rather than time alone. I scheduled the most demanding tasks during my peak energy hours and slotted in less intensive work during natural lulls. This simple shift made my week far more productive and less stressful, proving that sometimes, it's not about working harder but planning smarter.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

I built a complete fish-farming system housing in a shipping container, delivering over 10+ products with over 1000000 NTD revenue.

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

I built products from hardware to software, including iOS apps, a large hardware system, and a Full-Stack web application.

List any competitions/awards you have won, or papers you've published.

The 2024 ACM/IEEE Human-Robot-Interaction (HRI) paper accepted ACM ISBN 979-8-4007-0323-

2/24/03 2023 Global Innovation Competition Honorable Mention 2023 Microsoft Imagine Cup World

Final 2020 College Student Research Scholarship

Yiyun(Cloud) Qiu

Profile complete

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Basics

Name

Yiyun(Cloud) Qiu

Email

cloud.qiu@realm.us

Phone Number

+12063833238

Age

24

Gender

female

City where you currently live

Bellevue

Role

What is your title, or if you haven't set it yet, main responsibility?

CPO

What percent equity do you have?

22.5%

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/yiyunqiu>

Education

Sep 2022 - Mar 2024

University of Washington

Sep 2022 - Mar 2024

MS, Technology Innovation

Sep 2021 - Jun 2024

Tsinghua University

Sep 2021 - Jun 2024

MA, Design

Dec 2019 - Apr 2020

Massachusetts Institute of Technology

Dec 2019 - Apr 2020

Exchange program, Studio Of Interrelated Media

Sep 2017 - May 2021

Tsinghua University

Sep 2017 - May 2021

BA, Information Design

Work Experience

Nov 2023 - Feb 2024

Longines Watch Co. Francillon Ltd - Art and Technology Lead

Nov 2023 - Feb 2024

In my role for the 2024 Shanghai Longines Global Champions Tour, I am responsible for leading all artistic and technological aspects of new media visual

presentations. This includes, but is not limited to, the creation of static main visual designs and animation. My mission is to merge the legendary equine art of Xu Beihong with cutting-edge equestrian sports, transforming traditional visuals into a dynamic, three-dimensional experience that transcends both time and space. This approach not only showcases the spirit of innovation inherent in equestrian sports but also amplifies the global impact of equestrian culture. Through this blend of art and technology, we aim to captivate a global audience, bridging the worlds of sports, art, and culture in an unprecedented way.

Aug 2023 - Mar 2024

Partner with Meta & EasTrail, MSTI launch project - UX Designer

Aug 2023 - Mar 2024

- Led the innovation of real-time trail usage solutions through extensive user research (1200+ surveys, 30+ interviews), designing wireframes, responsive mockups, and data visualization of the dashboard system, and executing usability tests that significantly improved safety and trail user adoption.
- Established a comprehensive design system in close collaboration with PMs and Engineers to ensure feasibility and alignment.

May 2023 - Aug 2023

Dominican Association of Washington State - UX Design Intern

May 2023 - Aug 2023

- Led a successful crowdfunding campaign and volunteered for a silent auction gala for the BIPOC community, enhancing funding by 52.4%. Designed inclusive UX solutions by analyzing data from 30,000+ BIPOC community members, significantly improving community support and engagement.
- Orchestrated digital marketing campaigns for BIPOC start-ups, achieving a 6.4% increase in user retention and a 25% boost in social media engagement, demonstrating the effectiveness of targeted design strategies.

Sep 2022 - Apr 2023

Microsoft Imagine Cup - Product & UX Designer

Sep 2022 - Apr 2023

- Directed a 4-member team to develop an AI-driven wearable device and an IOS-based App targeting the imbalance of each muscle group for young professionals, placing in the top 16 out of 1000+ teams with a 92.5% user satisfaction rate.
- Conducted extensive user and expert research in partnership with UW Medicine, confirming user needs and validating the concept.

Jul 2020 - Nov 2020

Vertical Lab - Lead Product Design Intern

Jul 2020 - Nov 2020

- Developed and implemented advanced 2.5D web platforms using Sketch, benefiting 5+ institutions and companies.
- Worked in tandem with PMs and Engineers to revamp user flows and high-fidelity designs for the THU Zhuang Shi Magazine Website and BOE's OA portal
- Enhanced 20+ UI modules and elevated the user experience for 10,000+ employees.

Apr 2020 - Jul 2020

Meituan - UI Design Intern

Apr 2020 - Jul 2020

- Spearheaded the user-centric redesign of Meituan Waimai's ordering interface, leveraging heuristic evaluations and iterative prototyping to significantly improve visual clarity, intuitiveness, and user engagement, as evidenced by positive user feedback and enhanced usability metrics.

Nov 2019 - Aug 2023

Cosinfinity - Founder & Interaction Designer

Nov 2019 - Aug 2023

• Successfully launched an interactive art device into space aboard a satellite, a first-of-its-kind project merging art with space exploration, generating celestial harmonies from space dynamics. This innovation established a new dimension of sensory interaction between humanity and the cosmos. • Garnered international media coverage (CCTV, CGTV, VOGUE) and achieved 200M+ global user engagements. Featured in prominent exhibitions such as the Sci-Fi World Exhibition and the International Biennial in China, captivating audiences worldwide.

May 2019 - Aug 2019

Tencent - User Experience Researcher

May 2019 - Aug 2019

May 2019 - Jul 2019

Beijing Design Week - UI Designer & VR Developer

May 2019 - Jul 2019

Social Media

Personal website

<http://www.yiyunqiu.com>

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

With my "Cosmusica" project, I pioneered a novel interface for interaction between humans and the cosmos, addressing the captivating question: Can we hear the sound of space? This initiative represents a significant departure from traditional uses of satellite technology, transforming it into a conduit for artistic expression and cosmic dialogue. "Cosmusica" is an orbiting art satellite driven by data from space. It uniquely converts electromagnetic wave data from planets in our solar system into audible music crafted through a device that operates in microgravity. This device's random motions weave a cosmic symphony, enabling a "resonance between heaven and earth." The project includes an innovative interactive component: a ball within the satellite that moves in sync with a corresponding ball on Earth. This movement under weightlessness triggers sounds associated with different planetary directions, creating a musical instrument that allows acoustic real-time interactions between the universe and humanity. This interface is not just an artistic installation but an experiential bridge, allowing people to engage with the cosmos in an unprecedented, tangible manner. Launching this interactive art device into space challenged conventional boundaries between disciplines and captivated a global audience, engaging over 200 million people and garnering extensive international media coverage. "Cosmusica" has thus established a new dimension of sensory interaction, redefining the human experience with the vastness of outer space.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

I have successfully launched satellite art devices into outer space, reaching 200M+ user engagement within 1 year.

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

## Founder & Interaction Designer | Cosinfinity, Beijing Nov 2019 – Sep 2023

<https://www.yiyunqiu.com/cosmusica> Pioneered the integration of interactive art into space exploration, achieving global recognition with over 200 million engagements. UX Designer | Meta & EasTrail, Bellevue, US Sep 2023 – Present URL: <https://www.yiyunqiu.com/trailx> Developed real-time trail usage solutions, significantly enhancing safety and increasing user adoption through innovative design practices. Lead Product Design Intern | Vertical Lab, Beijing Aug 2020 – Nov 2020

<https://www.yiyunqiu.com/otherworks> Enhanced web platforms for various institutions, significantly improving user experience. AIOT Design & Context-aware music interface

<https://www.yiyunqiu.com/musicfit> Designed an interactive system that automatically adjusts music playback based on user behavior and environmental context, providing a natural and adaptive musical experience. FitPal | AIOT Design & UX Design <https://www.yiyunqiu.com/fitpal> An iOS app that enhances fitness levels by monitoring movement, providing adaptive playback adjustment, and haptic feedback, promoting health and connectivity among users. 2.5D Online Exhibition UX & UI Design

<https://www.yiyunqiu.com/onlineexhibition> Developed web and mobile platforms for 2.5D front-end exhibitions and back-end uploads, aimed at improving the online exhibition experience. Where Are You? Acoustic VR Game <https://www.yiyunqiu.com/whereareyou> An acoustic VR game immerses players in a pitch-black maze, where echolocation-inspired lasers and musical cues guide the way. We're honing our audio design to ensure an unparalleled sensory experience. Salud AIOT Design / Smart Glass

<https://www.yiyunqiu.com/salud> Experience the future of socializing with the Wine Glass Holder and its complementary app: 'A Revolutionary Drinking Game Experience.' By blending impeccable design with intuitive user engagement, we pioneer a path to responsible drinking, all while elevating the very essence of casual interactions at gatherings. Chora Service Design & Product Design

<https://www.yiyunqiu.com/chora> A more convenient system for point-to-point transport of objects. Also there is such a container that can define itself according to the shape of the object, that can be recycled and reorganized.

List any competitions/awards you have won, or papers you've published.

2023 World Finalist Mar 2023, US, Microsoft Imagine Cup 2023 Grand Prize & Champion Jul 2022, China-US, Youth Innovation Competition 2021 Denny Design Awards Sep 2021, US Sino-American Youth Makers Competition National Finals Special Award (Champion) August 20, 2022 8th "Internet+" Competition, Beijing Division First Prize August 2, 2022 China Good Ideas and National Digital Art Competition First Prize October 30, 2021 Tsinghua University Academic Research Advancement Forum 2021 Excellence Award December 15, 2021 2021 Macau Design Awards Nomination Award December 25, 2021 Outstanding Undergraduate Graduation Projects (Graduation Design) of the School of Fine Arts, Tsinghua University, 2021 June 2021 Outstanding Graduation Achievements, Tsinghua University 2021 July 2021 SDG Open Hack Art + Aerospace Innovation Workshop, Excellent Team Award @ THU 2020 SDG Open Innovation Marathon Challenge, Best Innovation Award 2018 Tsinghua University National Scholarship - Evergrande Scholarship 2018 Media Coverage and Exhibitions: Interviewed by prominent media outlets including CCTV News, Focus Interview, 2021 China Story, Today's Headlines, and Vogue magazine, achieving over two hundred million views. Academic papers presented at the 22nd NIME International Conference. Exhibitions include: "Cosmic Music Box" showcased at the Beijing Sci-Fi Week at Capital Steel Factory (2021), Jin Eagle Art Museum Chinese Soundscape Design Exhibition (2021), 2022 Jinan International Biennale, Tsinghua University Art Museum, and the Secret Sounds of Music exhibition at the China Science and Technology Museum (2023).

List any relevant or impressive test scores.

Bachelor of Fine Arts in Art and Technology Sep 2017 – Jun 2021 Location: Beijing Graduated with a GPA of 3.83, ranked Top 1 in the department for four consecutive years.

List any entrepreneurship programs or clubs you have participated in or are currently participating in.

N/A

Xiao(Michelle) Sun

 Profile complete

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Basics

Name

Xiao(Michelle) Sun

Email

michelle.sun@realm.us

Phone Number

+16183534619

Age

32

Gender

Female

City where you currently live

Richland

Role

What is your title, or if you haven't set it yet, main responsibility?

COO

What percent equity do you have?

27.4

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/xiao-sun-33b613205/>

Education

Aug 2014 - Jun 2019

Peking University

Aug 2014 - Jun 2019

PhD, Material Science And Physical Chemistry

Aug 2010 - Jun 2014

Lanzhou University

Aug 2010 - Jun 2014

BS, Chemistry

Work Experience

Jul 2019 - Jan 2021

Beijing Graphene Institute - Research Scientist

Jul 2019 - Jan 2021

Jan 2016 - Feb 2016

Tokyo University of Science Foundation - Visiting Scholar

Jan 2016 - Feb 2016

Photocatalyst International Research Center, for the study of novel photocatalysts.

Social Media

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

Successfully fabricated the world's first flexible and transparent RFID device for IoT applications, using graphene and nanowires composed on soft and transparent substrates. It is readable in ~10 meter range.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

Took a leading position in the formation of BGI's device fabrication department, and designed a scientific proposal which was accepted and funded with ~\$1M USD when working at Beijing Graphene Institute (BGI).

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

mostly scientific publications and patents. please see below in the list of publications.

List any competitions/awards you have won, or papers you've published.

List of publication: <https://scholar.google.com/citations?user=NBab6e4AAAAJ&hl=en> Awards:  
Scholarship of DICP, Lanzhou University 2014 Academic Scholarship, Peking University (consecutive for five times) 2014-2019 Pan Stanford Poster Award, Pan Stanford Publishing 2016 Award for Academic Excellents, Peking University 2017 May 4th Scholarship, Peking University 2017 Merit Student, Peking University 2018 Leo KoGuan Scholarship, Peking University 2018

How long have the founders known one another and how did you meet? Have any of the founders not met in person?

Our team is a tightly knit group, fully committed to our project. For the past four months, both employees and interns have been working nearly full-time together. Our connection started through our CEO's cousin, who earned his MS in computer science at UW Seattle, where Cloud and Yusam also studied and have known each other for three years. We first met at their graduation ceremony and have since built a strong working relationship. We collaborate daily, meet in person 1-3 times a week, and share monthly meals with our entire on-site team to strengthen our bond and dedication.

Who writes code, or does other technical work on your product? Was any of it done by a non-founder? Please explain.

3D modeling/software/algorithms: 1) Yusam Hsu, Co-Founder, CTO, software/hardware engineer - integration; 2) Shu-Yu Lin, intern/potential employee, software engineer - backend; 3) Bowen Zhao, contractor/potential employee, AI/ML researcher - large language model; 4) Spenser Sun, contractor, AI/ML researcher - AI&vision; 5) Xiangming Ka, contractor/potential employee, 3D modeling and rendering technology engineer; UI/UX design: 1) Cloud Qiu, Co-Founder, CPO, Product & UI/UX

designer; 2) Yixin Chen, intern/potential employee, MR designer; 3) Xuehui Luo, intern, 3D UI/UX designer; 4) Yixuan Zhang, intern, 3D UI/UX designer;

Founder Video



Company

Company name

Realm Technologies, Inc.

Describe what your company does in 50 characters or less.

Scan&edit 3D space via phones, no expertise needed

Company URL, if any

<https://realm.us>

What is your company going to make? Please describe your product and what it does or will do.

A fully immersive, user-customizable 3D virtual space—just like in video games—created with nothing more than your phone, no expertise needed. Accessible through VR, phone app, or website, users can personalize their space, edit movable items, fixtures, and structures, or stage with their owned furniture and decor, all for free.

Where do you live now, and where would the company be based after YC?

Seattle, WA

Explain your decision regarding location.

We chose Seattle because it is one of the nation's leading tech hubs and the capital of real estate tech innovations. The city offers abundant opportunities for collaboration and growth, particularly in the real estate technology sector. Our deep ties to the University of Washington also provide access to top-tier talent and valuable resources. Additionally, Seattle's favorable tax environment further reinforced our decision.

Progress

How far along are you?

We have: 1. Conducted user research, in-depth interviews, market analysis, and created a competitor analysis chart. 2. Designed a comprehensive business model with clearly defined short- and long-term goals for each round. 3. Developed approximately 90% of the tech stack, with some parameters still needing fine-tuning. 4. Completed product design, along with brand and visual identity (VI) design. 5. Recruited 2 tech and 2 product employees, along with 3 tech and 2 design interns/contractors, all of whom are ready to join full-time if needed. 6. Recruited a CMO who is a serial founder of 3 startups, a realtor broker with 15+ years of experience of real estate investments, an MBA, an experienced marketing professional, and the author of a marketing book used by Harvard Business School. 7. Secured 14 MOUs from early adopters within a month, including businesses such as brokerages, realtors, property managers, contractors, home warranty companies, and real estate investors. 8. Incorporated in Washington State. We are: 1. Connected with and in discussions with multiple VCs (for more than 3 investment rounds) and angel alliances (finalist). 2. Developing the production version of our tech and designing automation pipelines. 3. Engaged in talks with additional clients, primarily property managers, real estate investors, and contractors.

How long have each of you been working on this? How much of that has been full-time? Please explain.  
Founders: Jerry (CEO): full-time, 4 months Michelle (COO): full-time, 4 months Yusam (CTO): 30-40 hrs/wk, 4 months Cloud (CPO): full-time, 4 months Employees/Interns/Contractors: Shu-Yu (Software Engineer): full-time, intern, 3 months Yixin (MR Designer): full-time, intern/employee, 3 months Xuehui (Brand Designer): full-time, intern, 2 months Bowen (ML Software Engineer): 10 hrs/wk, contractor, 1 month Xiangming (3D Technical Engineer): 10 hrs/wk, consultant/contractor, 2 weeks

What tech stack are you using, or planning to use, to build this product?

We leverage machine learning with TensorFlow and PyTorch to power advanced features like AI-driven recommendations and automated space customization. For stunning 3D visuals, we combine the strengths of Unreal Engine and Unity3D, allowing us to create highly interactive and realistic environments. To capture and reconstruct spaces in 3D, we use a blend of photogrammetry, LiDAR, and tools like Apple RoomPlan, enabling us to turn any space into a true-to-life virtual environment with just a smartphone. Our product is built to scale effortlessly with cloud computing on AWS, utilizing services like S3 for secure, scalable storage and EC2 for powerful processing capabilities. This ensures that our platform remains fast, reliable, and capable of handling complex tasks as our user base grows. By integrating these technologies in creative ways, we offer a uniquely immersive and customizable experience that stands out in the market.

Are people using your product?

No

When will you have a version people can use?

We're currently in the final stages of developing the production version and anticipate having a usable version ready for early users within the next 2 months. With our first round of investment, we plan to accelerate this timeline by expanding our team and resources, allowing us to refine the product for a broader release even sooner.

Do you have revenue?

no

If you are applying with the same idea as a previous batch, did anything change? If you applied with a different idea, why did you pivot and what did you learn from the last idea?

Yes, we are applying with the same idea, but with several significant improvements: 1. Refined Target Market and Revenue Model: We've shifted our focus to better align with market needs, redefining our

paying party and client pool to enhance product-market fit. 2. Enhanced Data and Feedback Integration: After revisiting our statistics and analysis, we incorporated valuable feedback from industry professionals and advisors. This allowed us to refine our product features to more effectively address key pain points. 3. Improved Roadmap and Strategy: We've developed a more executable roadmap for both development and our go-to-market strategy, ensuring a clearer path to success. 4. Optimized Tech Stack: We transitioned to a more cost-effective and stable tech stack, reducing development time and costs by over 50% while maintaining flexibility for future upgrades. This shift also leverages two innovative algorithms currently under development in academia, with which we have strong connections. 5. Strategic Alignment with YC: We've carefully considered the needs and pain points of YC-funded startups and refined our platform to complement YC's existing portfolio. For example, our platform has the potential to integrate with companies like ModernRealty 24S and Drillbit 24S, creating disruptive synergies when used together. These changes have positioned us to deliver even more value and accelerate our progress as we move forward.

If you have already participated or committed to participate in an incubator, "accelerator" or "pre-accelerator" program, please tell us about it.

Not yet.

#### Idea

Why did you pick this idea to work on? Do you have domain expertise in this area? How do you know people need what you're making?

We chose this idea because of our deep-rooted connections and experience in the real estate industry. While we are a tech company at heart, our team possesses extensive expertise in real estate investment, management, servicing, and brokerage. We have strong nationwide connections with realtors and investors, and our CMO brings over 15 years of experience as a realtor. We also collaborate closely with seasoned managing brokers, adding further depth to our real estate knowledge. Our CEO's involvement in a contracting company has allowed us to build a broad network of contractors, builders, interior designers, home warranty companies, and other industry-related businesses. Additionally, our CEO is a regular panel speaker at national real estate conferences, where he shares insights alongside VCs and other proptech leaders. He also serves as an investment consultant in real estate, further reinforcing our understanding of the industry's needs. This deep domain expertise and direct engagement with industry professionals confirm that our solution addresses a real and pressing need in the market.

Who are your competitors? What do you understand about your business that they don't?

Matterport: Requires specialized equipment and expertise, leading to a cumbersome user experience. They miss the opportunity to turn their tool into a fully customizable platform, and they limit user interaction to a hopping mode with a fixed camera height. Floorfy: Similar to Matterport but with less brand recognition and the same limitations in customizability and user experience. PropVR: Focuses on immersive experience with a very high cost, lacks user customizability, missing the mark on creating a fully interactive and personalized experience. Zillow 3D Homes: A cheaper, yet inferior version of Matterport with limited features and customization. iGuide: Essentially offers the same experience as Matterport, with no significant differentiators. EyeSpy360: Users need to provide their own equipment and photographer, and the company only generates tours without offering customization options. VHT Studios: A "Photoshop for real estate" approach with no user customizability, making it unfriendly for non-professionals. HoloBuilder: Best suited for industrial uses, not for the general public, and not user-friendly for non-professionals. Tourbuzz/Urbanimmersive: Similar limitations as Matterport, with no

significant differentiators. InsideMaps: Lacks customizability, free-walk features, and service integration, missing out on a more immersive user experience. REscan: Extremely expensive and still offers no customizability.

How do or will you make money? How much could you make?

Targeted Customer Segments at this stage: 1. FSBO Sellers: Why? Cost-conscious sellers seeking effective marketing tools without agent fees. Value Proposition: Affordable one-time purchase options for creating virtual tours. Pricing: \$199-\$349, depending on functionality. 2. Small and Medium-Sized Businesses (SMBs): Why? SMBs, particularly in hospitality, need cost-effective virtual tours. Value Proposition: Affordable tools for frequent updates without professional services. Pricing: \$199-\$299 with DIY layout tools; \$9-\$29/month subscription based on space managed. 3. Property Managers and Vacation Rentals: Why? Managers need to showcase properties and update decor efficiently. Value Proposition: Low-cost, self-service updates with editability features. Pricing: \$199-\$299 with varying functionalities; \$9-\$49/month subscription based on space managed. 4. Event Planners and Wedding Venues: Why? Venues need flexible virtual tours for frequently changing layouts. Value Proposition: Easily customizable 3D tours for various event setups. Pricing: Individually priced based on space scanned. 5. Education Institutions (Virtual Campus Tours): Why? Schools and colleges with limited budgets require virtual tours. Value Proposition: Quick creation and updates of virtual tours for potential students. Pricing: Individually priced based on space scanned. Business Models: 1. Freemium Model: Offer a free version with limited features, with paid tiers for premium tools, higher-quality outputs, and cloud storage. 2. Subscription-Based Model: Monthly or annual subscriptions with tiered plans (Basic, Pro, Enterprise) that offer benefits like advanced features and integrations. 3. Pay-Per-Use: Single project pricing for customers who need occasional access, allows them to create and export a virtual space for a fixed price. 4. Partnership and Integration Model: Partner with real estate platforms for integrated services, and integrate with CRM/property management software for added value. 5. White-Label Solutions: Offer a customizable, branded version of the tool for agencies, property managers, and marketing firms. 6. Educational and Enterprise Licensing: Provide discounted bulk licenses for educational institutions and large firms requiring multiple-user access. Projected revenue: Year 1-2: Initial market entry with moderate adoption, est. revenue: \$2.03 million; Year 3-4: Growth phase with increasing customer acquisition, est. revenue: \$11.32 million; Year 5: Stable growth, potential expansion into new markets, est. revenue: \$26.18 million;

Which category best applies to your company?

Virtual Reality / AR

If you had any other ideas you considered applying with, please list them. One may be something we've been waiting for. Often when we fund people it's to do something they list here and not in the main application.

1. PropFAX: A comprehensive, verified maintenance, improvement, and fact record for real estate properties—similar to CARFAX, but for homes. This tool would provide crucial data for appraisers, assessors, home warranty companies, contractors, builders, and unrepresented buyers and sellers. Since a home is often the largest and most appreciative investment people make, having a trusted, standardized report could revolutionize how properties are evaluated and maintained. 2.

MatchingScore: An AI-powered, personalized analysis tool that assigns an overall MatchingScore and criteria radar chart to each property, helping buyers and renters intuitively compare options. Acting as a browsing and touring copilot, this tool asks questions, refines preferences, and quantifies needs to match users with the best available properties—even those they haven't toured yet. Property managers

and agents could also use this to identify high-fit potential buyers/renters in real-time, ensuring quicker and more efficient transactions. Given its ability to enhance user engagement and streamline the property search process, MatchingScore would be an attractive acquisition for platforms like Zillow and Redfin, providing them with a powerful tool to further differentiate their offerings.

### Equity

Have you formed ANY legal entity yet?

yes

Please list all legal entities you have and in what state or country each was formed (e.g. Delaware C Corp, Mexican SAPI, Singapore Pvt Ltd, etc.).

Realm Technologies, Inc., a State of Washington C-Corp.

Please describe the breakdown of the equity ownership in percentages among the founders, employees and any other stockholders. If there are multiple founders, be sure to give the equity ownership of each founder and founder title (e.g. CEO).

CEO (Jerry Yu, Ph.D.): 27.6% COO (Michelle Sun, Ph.D.): 27.4% CPO (Cloud Qiu, M.S., M.A.): 22.5%

CTO (Yusam Hsu, M.S.): 22.5%

Have you taken any investment yet?

no

Are you currently fundraising?

yes

Please provide any relevant details about your current fundraise.

1. in talk with Pack Venture, met all partners, had Pack <> RealM team off-line meeting. Pack conducting internal discussion and DD now; 2. in talk with Madrona Venture Group, met investor and pitched, provided detailed deck. Madrona conducting internal discussion and DD now; 3. The finalist of Tri-Cities Angel Alliance, Spokane Angel Alliance, and Seattle Entrepreneurship Club. Need to pitch to the congregation in a couple of weeks;

### Curious

What convinced you to apply to Y Combinator? Did someone encourage you to apply? Have you been to any YC events?

We previously applied to the YC 24S batch and ranked in the top 10%, which was our first-ever application to any VC or angel investors. Since then, we've made significant progress in refining our tech stack, business model, go-to-market strategy, team composition, and network connections. With these improvements, we now feel confident that we're ready for another application to YC. We are also fortunate to have Mu Hu onboard as our founder advisor and CMO. Mu is a serial entrepreneur and has strong connections with VCs and investors in both Seattle and the Bay Area. He strongly believes that we're a great fit for YC and has encouraged us to apply for the 24F batch. While we haven't attended any YC events in person, we've participated in online events, engaged with YC Startup School materials, and thoroughly studied YC's YouTube content, including alumni videos. These resources have helped us better understand the YC process and prepared us to take this next step.

How did you hear about Y Combinator?

Recommended by several parties as a potentially good match, including VCs, startup advisors, and peer cofounders.

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